



Andrew Coutts

CEO - ILM HOSPITALITY
Development, Operations
& Asset Management



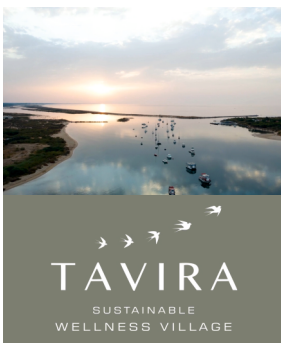
Expertise:

Hospitality anchored mixed use, residential community development planning and development management

Hospitality (hotel & resort) asset and operational management

Resort and residential community development strategic marketing & sales management

Senior living development planning and development management



Personal:

Andrew (59) is a hospitality specialist with 10 years hotel management experience in Switzerland, Ireland, London and Portugal.

He relocated to Portugal in 1990 and assumed hospitality development roles for a global hotel development consultancy firm and two prominent Portuguese family owned real estate groups.

He established ILM in Lisbon in 1999. The firm provides hotel, resort, senior living, mixed-use & residential real estate advisory, asset, operational and integrated development planning & management services, predominantly in the Portugal market, although the firm works internationally and has undertaken mandates in Cuba, Spain, Switzerland, Cape Verde, Mozambique, Brazil and China.

Andrew specialises in upscale boutique resort and hospitality mixed-use development. Andrew has led numerous

hospitality development projects involving leading global firms including Four Seasons, Six Senses, Hyatt, Hilton, Marriott, Conrad and Intercontinental.

In 2018, ILM diversified its business focus to consider the senior living sector and is the Portugal partner of www.ProMatura.com, a global leader in market research based development planning for age-qualified housing and senior living communities.

Andrew is a founding partner of About - Resort Society (resort-society.com), advisor to SRS Advogados, Law Firm, Portugal, Lisbon (srslegal.pt) and member of APPII – Portugal.

2022

ILM are development managing, development (business) planning projects, master developing and packaging real estate assets for disposal or joint venture in:

- 1 Tavira, Algarve** A 55.000 m2 GCA mixed-use development with senior living, medical clinic, sustainable rental housing community, a wellness center and a Wyndham Residences
- 2 Sintra, Greater Lisbon** A 10.000 m2 GCA residential gated community
- 3 Estoril** A 13.000 m2 GCA aparthotel for a proposed Marriott Apartment Hotel, targeted at private investors including golden visa applicants
- 4 Alvor, Algarve** A 200 ha private estate. 3300 m2 GCA



Conrad Algarve



Hilton Vilamoura



Belmonte Palace, Lisbon



5 Guadiana River, Castro Marim, Algarve
A 240 ha, 90.000 m2 GCA sustainable wellness & farming resort community:
www.plantationecoretreats.com

6 Tavira, Algarve – 2.000 m2 GCA urban regeneration mixed use

7 Cumbria, UK – a 400 unit new generation eco-lodge resort in the Southern Lakes destination

8 ILM are structuring an Algarve focused senior living development & management company with www.originway.ca

2018-2020: Andrew asset managed / mentored and directed the management team of:
www.coralldgemozambique.com

2015 & 2016: Andrew fulfilled development leader role for owner of The Keys in Quinta do Lago, Algarve, Portugal

2012-2015: ILM diversified its business interests into Residency & Citizenship Planning, creating a joint venture with www.henleyglobal.com the global leader in this industry.

2012-2022: Director of the owning & management company of the Vale d'Oliveiras resort, in the Algarve with 110 hotel & apartment units - 5* freehold & quarter-share resort.

2004 -2007: Andrew led the Portugal Savills Associate Resorts & Residential Developments business unit.

Prior to forming ILM, Andrew fulfilled the following roles:

90's

1995 – 1999: Managing Director of the Quinta da Marinha Resort Project – Champalimaud Family. Quinta da Marinha is an upscale residential community, 30kms from Lisbon on the Estoril coast. Andrew developed the key development anchors; the Oitavos Dunes Golf and the Quinta da Marinha Health & Racket Club as well as two residential condominiums and a continuing care retirement community project.

1992 – 1995: Development & Marketing Director of the Aroeira Golf Community project - Silveira family. The Aroeira Golf Community now comprises some 1,500 residential units with two golf courses and a central community facility, 15 kms south of Lisbon, achieving highest sales volumes in the Lisbon market 1993-1996.

1990 – 1992: Managing Consultant of Horwath Hotel & Tourism Consulting (Portugal member firm of Horwath Int.). Horwath Portugal was the market leader in hotel, leisure, golf and resort / community feasibility, operational and tourism development advisory services.

80's

Andrew qualified in hotel management in the UK and Switzerland. His initial career focus in the 1990's included 10 years' upscale hospitality management in London and the south east of England including Browns Hotel, Mayfair, The Montcalm, General Manager of Mosimann's private members dining club and Gravetye Manor, a Relais & Chateau property. Andrew also undertook hotel training in Switzerland and Ireland.